

Message Text

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ORIGIN ARA-10

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FM SECSTATE WASHDC

TO AMEMBASSY LIMA IMMEDIATE

INFO AMEMBASSY QUITO IMMEDIATE

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E.O. 11652: N/A

TAGS: PFOR, EC

SUBJECT: BRANIFF-AEROPERU PROBLEM

1. AMBASSADOR BERCKEMEYER, ON INSTRUCTIONS FROM FOREIGN MINISTRY, SAW UNDER SECRETARY ROBINSON THIS AFTERNOON. IN REQUESTING APPOINTMENT YESTERDAY BERCKEMEYER TOLD DESK GOP FELT THAT LEADERS AND DIPLOMATS OF OUR TWO COUNTRIES SHOULD NOT ALLOW INTRANSIGENT AIRLINE EXECUTIVES AND GOVERNMENT AVIATION SPECIALISTS TO FORCE GOVERNMENT-TO-GOVERNMENT CONFRONTATION ON THIS ISSUE.

2. HE REPEATED THIS THEME IN MEETING WITH UNDER SECRETARY TODAY. TWO GOVERNMENTS HAVE TO AVOID CONFRONTATION BY ALL MEANS POSSIBLE, BERCKEMEYER SAID, AND IN TELEPHONE CONVERSATION WITH DE LA FLOR LAST EVENING, FONMIN TOLD HIM QUOTE IN REALITY WE WOULD LIKE TO

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CONTINUE NEGOTIATIONS. UNQUOTE REFERRING TO CAB ACTION

FEBRUARY 24, BERCKEMEYER SAID IT HURT GOP VERY BADLY. AT THIS POINT BERCKEMEYER SAID AEROPERU HAS SHOWN FLEXIBILITY AND HAS YIELDED ON MANY POINTS AND IT IS NOW TIME FOR BRANIFF RECIPROCITY.

3. NEVERTHELESS, HE SAID, GOP IS MAKING NEW MOVE. ITS

OUTLINES ARE CONTAINED IN LONG INSTRUCTION CABLED FROM LIMA YESTERDAY AFTERNOON. THIS DOCUMENT, WHICH CONTAINS A GOP QUOTE PROPOSITION, UNQUOTE WILL BE DELIVERED TO DEPARTMENT TOMORROW. AS IMPORTANT AS NEW PROPOSITION, BERCKEMEYER CONCLUDED IS STRONG HOPE OF GOP THAT UNDER SECRETARY ROBINSON WILL ENGAGE HIMSELF PERSONALLY IN THE EFFORT TO SOLVE PROBLEM.

4. UNDER SECRETARY, NOTING BRANIFF CHIEFS AND SOTO HAVE GONE HEAD-TO-HEAD AND DEADLOCKED, SAID RESTRICTIONS ON BRANIFF FREQUENCIES AND RIGHTS TO FLY BEYOND LIMA REMOVE ANY INCENTIVE CARRIER HAS TO CONTINUE OPERATING TO PERU. HE SAID BRANIFF IN NO WAY CAN PROJECT OPERATIONS IN PERU THAT ARE ECONOMICALLY VIABLE UNDER THE RESTRICTIONS GOP HAS IMPOSED.

5. UNDER SECRETARY SAID WAY AROUND PROBLEM WE NOW HAVE MUST BE FOUND, ADDING HE COULD NOT BELIEVE PM MORALES BERMUDEZ WOULD ALLOW SITUATION CONTINUE TO DETERIORATE. SOMEONE MUST INTERVENE WITH THE CONTENDING PARTIES TO WORK OUT SETTLEMENT AND SUGGESTED POSSIBILITY OF NON-BINDING ARBITRATION. AT THAT POINT BERCKEMEYER ADVERTED TO INTEREST HIGH IN GOP THAT UNDER SECRETARY INVOLVE HIMSELF PERSONALLY.

6. UNDER SECRETARY SAID HE HAD SOME EXPERIENCE IN PROBLEM-SOLVING IN PERU AND STATED HIS WILLINGNESS TO TAKE A HAND IN PRESENT CIVAIR DISPUTE.

7. HE ASKED BERCKEMEYER, WHO HAS RETIRED AND IS RETURNING TO LIMA THIS WEEKEND, TO INFORM DE LA FLOR THAT GOP MUST SHOW SOME MOVEMENT AND FLEXIBILITY IF NEW EFFORT MOUNTED TO SETTLE ISSUE. IF SUCH MOVEMENT AND LIMITED OFFICIAL USE

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FLEXIBILITY IS MANIFEST, HE IS CONFIDENT BRANIFF WILL RECIPROCATATE. KISSINGER

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